From: geschmierer@hotmail.com@inetgw

To: Microsoft ATR

Date: 1/25/02 5:55pm

Subject: Microsoft Settlement

I am in favor of Microsoft being able to produce new tools. However this requires listening to the customers as to what they want. Currently it appears that Microsoft is not listening. There are several points that Microsoft needs to consider: 1) Do not be afraid of competition welcome it. Stop being afraid of Browsers currently if I had a choice I would choose IE. This one is a no brainer! 2)Licensing- A salmon swims upstream against the prevailing battle- yes they usually make it but then they die. You can force your invasive licensing and .NET on the world and you may upset everyone doing it- then your company dies - think about it. 3) Cost of product vrs pirating - a) let s face it there are some people out there that will steal no matter what b) there are those who want to comply but the cost is out of reach-consider \$100 for FULL version of any OS except high end servers \$100 - \$150 for FULL version of Office -offer larger discounts of multiple license (Home School and Business) c) Multiple computer families - either create a Home license (affordable) for multiple computers or lower the prices per CPU Remember APPLE essentially built their customer base on students having MAC computers/software in the classroom. Personally Microsoft falls way short - steeper discounts for school. If Microsoft does not upset the customer with their attitude they won t care about competition - the majority of the customers will buy Microsoft products. I would hate to see that go away - What about you!